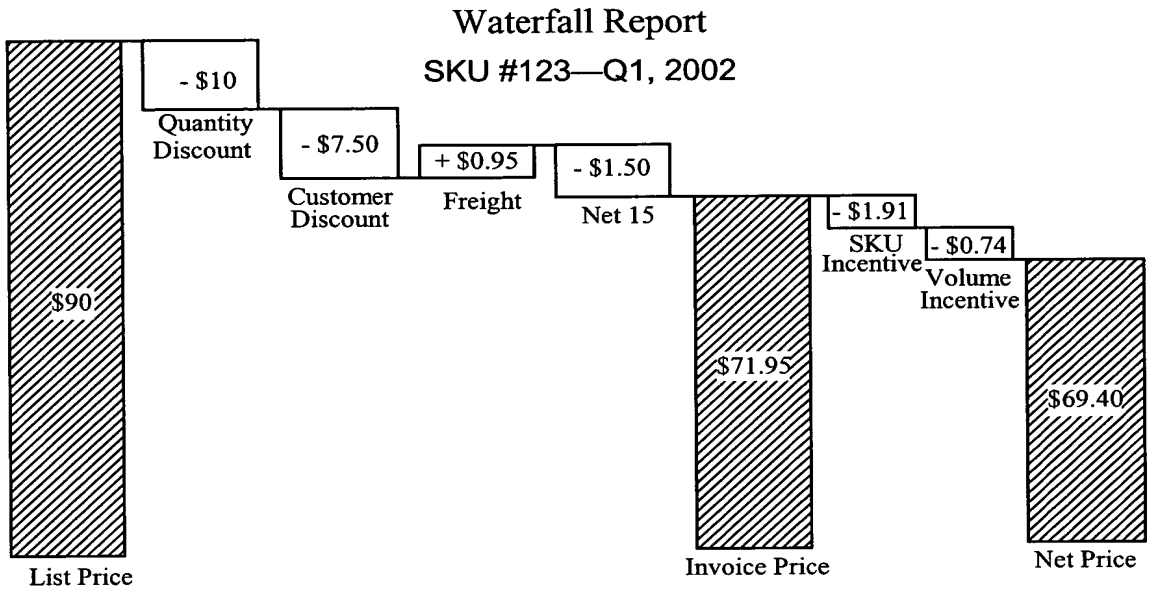

Prior Art

FIG. 1

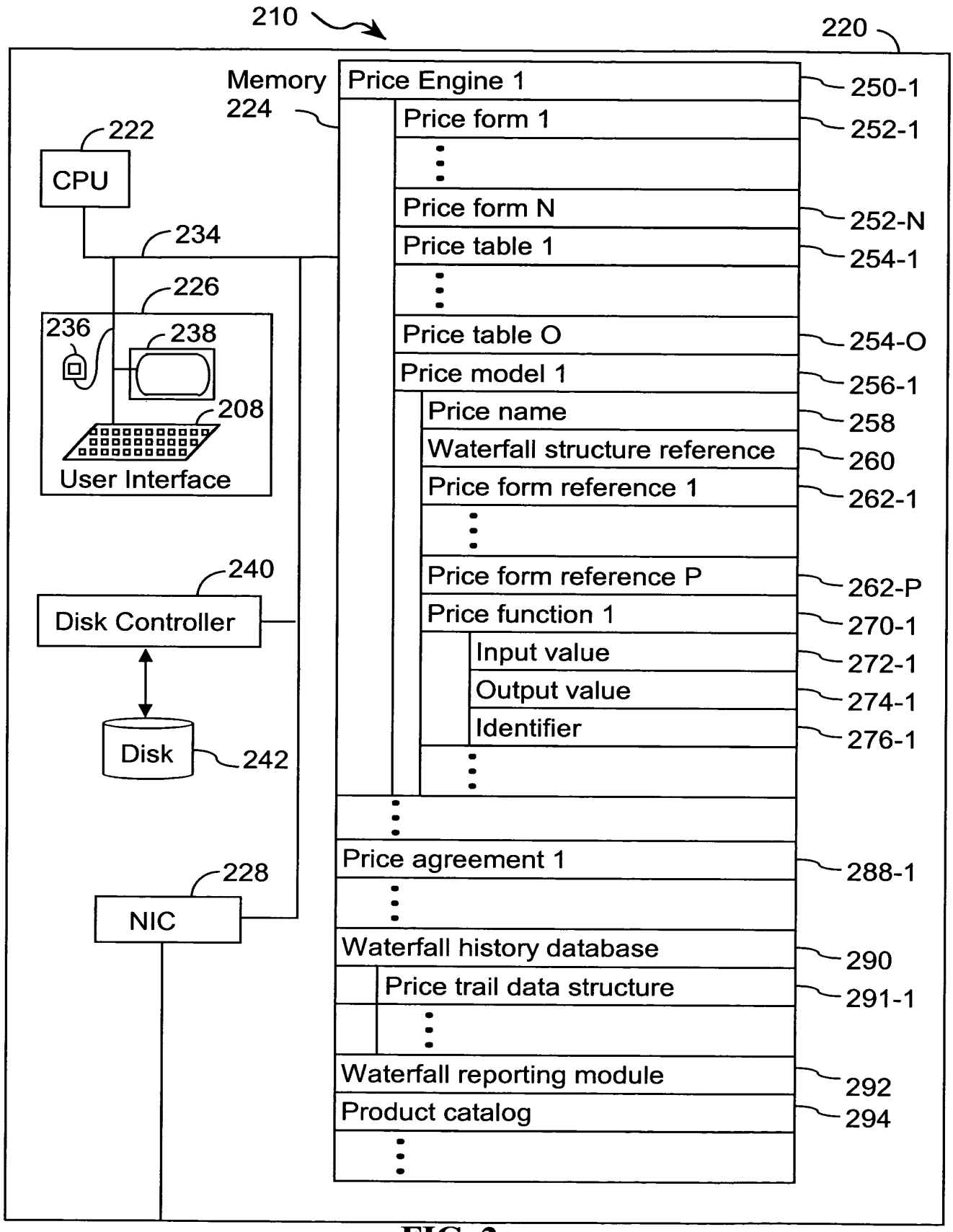
210
220
Memory
224
222
CPU
234
226
236
238
208
User Interface
240
Disk Controller
Disk
242
228
NIC
Price Engine 1
250-1
Price form 1
252-1
Price form N
252-N
Price table 1
254-1
Price table O
254-O
Price model 1
256-1
Price name
258
Waterfall structure reference
260
Price form reference 1
262-1
Price form reference P
262-P
Price function 1
270-1
Input value
272-1
Output value
274-1
Identifier
276-1
Price agreement 1
288-1
Waterfall history database
290
Price trail data structure
291-1
Waterfall reporting module
292
Product catalog
294

FIG. 2

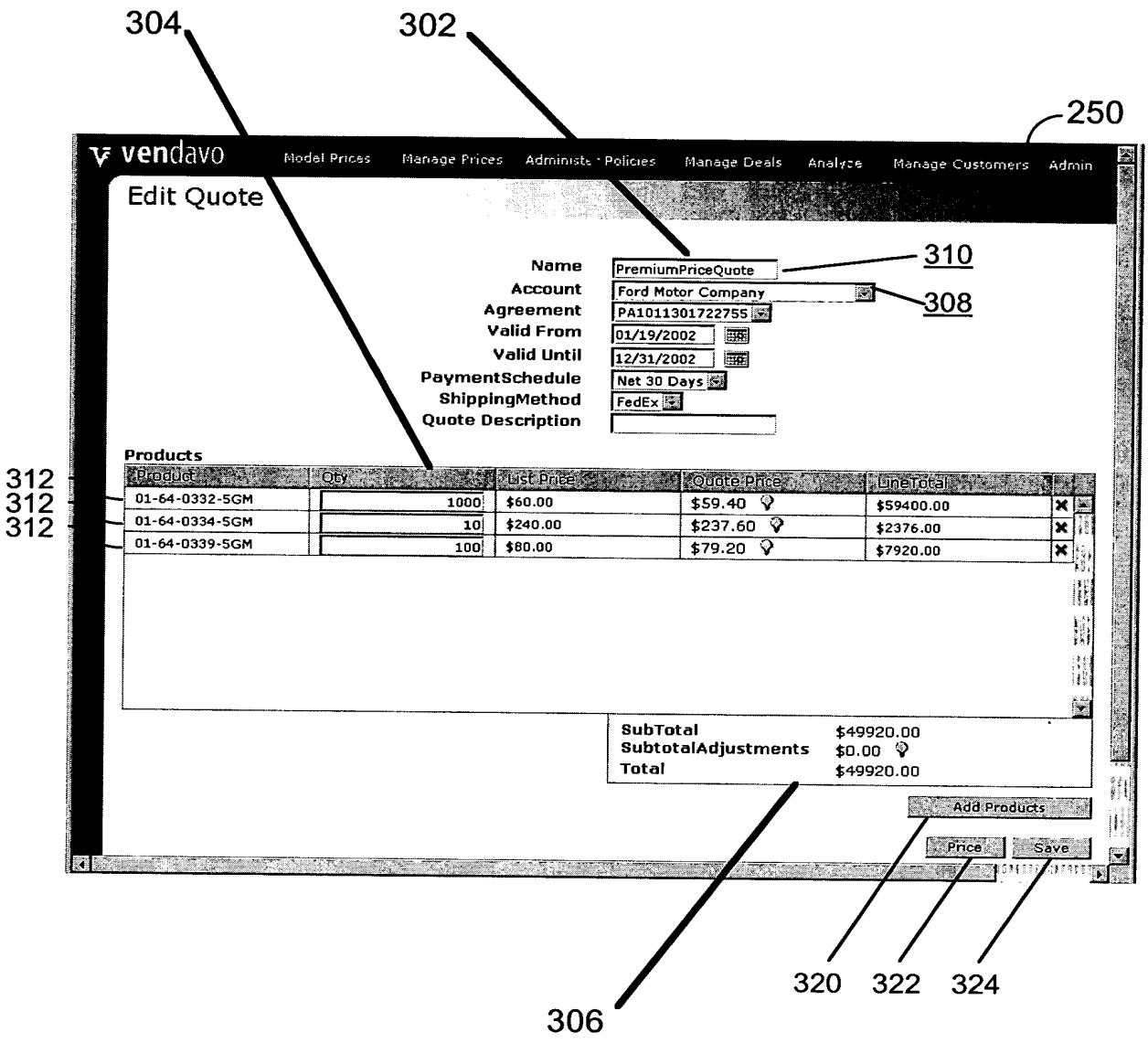
304
302
250
vendavo
Model Prices
Manage Prices
Administe Policies
Manage Deals
Analyze
Manage Customers
Admin
Edit Quote
Name
PremiumPriceQuote
310
Account
Ford Motor Company
308
Agreement
PA1011301722755
Valid From
01/19/2002
Valid Until
12/31/2002
PaymentSchedule
Net 30 Days
ShippingMethod
FedEx
Quote Description
Products
312
312
312
Product
Qty
List Price
Quote Price
LineTotal
01-64-0332-5GM
1000
$60.00
$59.40
$59400.00
01-64-0334-5GM
10
$240.00
$237.60
$2376.00
01-64-0339-5GM
100
$80.00
$79.20
$7920.00
SubTotal
$49920.00
SubtotalAdjustments
$0.00
Total
$49920.00
Add Products
Price
Save
306
320
322
324

FIG. 3

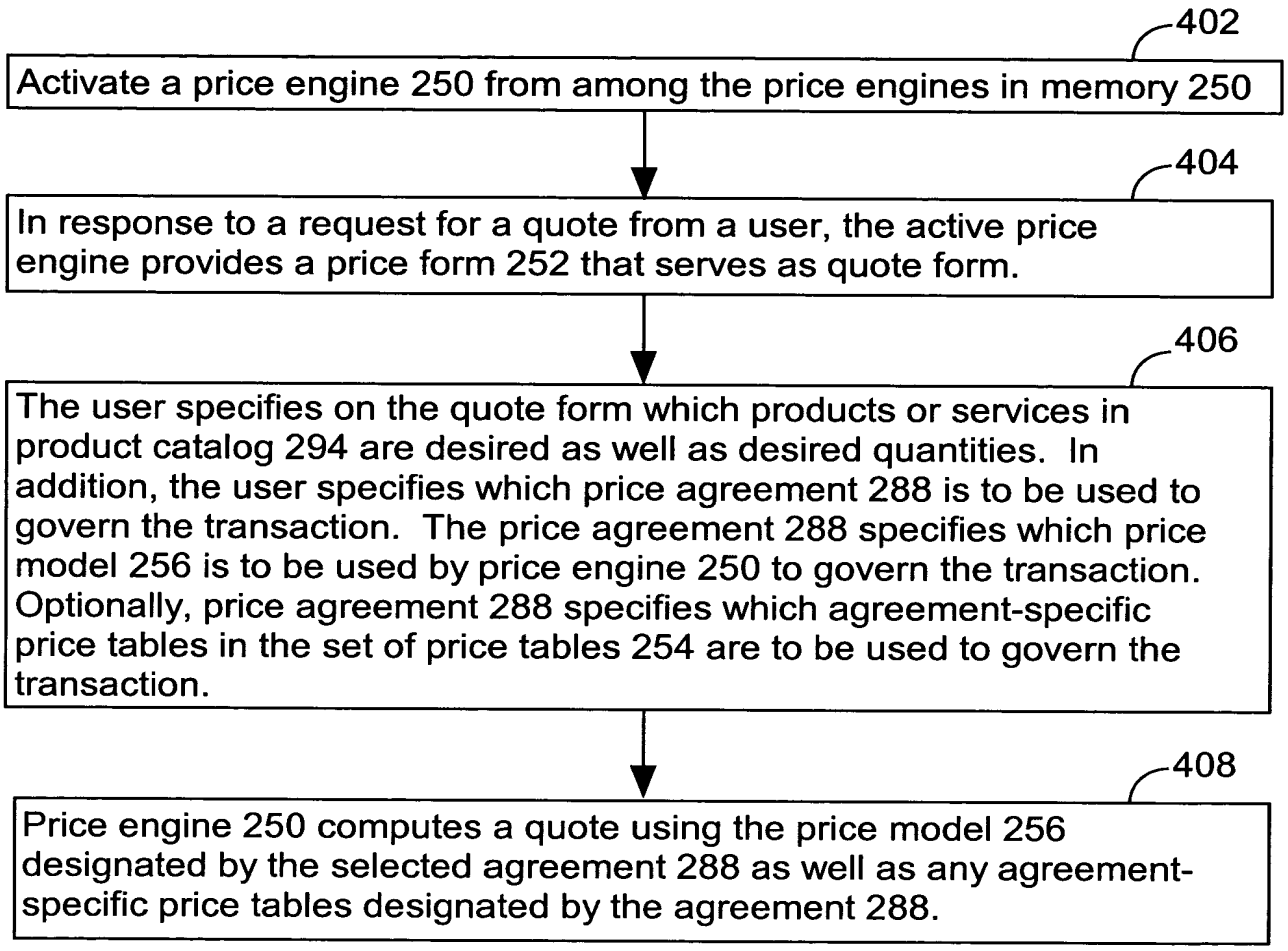
402
Activate a price engine 250 from among the price engines in memory 250
404
In response to a request for a quote from a user, the active price engine provides a price form 252 that serves as quote form.
406
The user specifies on the quote form which products or services in product catalog 294 are desired as well as desired quantities. In addition, the user specifies which price agreement 288 is to be used to govern the transaction. The price agreement 288 specifies which price model 256 is to be used by price engine 250 to govern the transaction. Optionally, price agreement 288 specifies which agreement-specific price tables in the set of price tables 254 are to be used to govern the transaction.
408
Price engine 250 computes a quote using the price model 256 designated by the selected agreement 288 as well as any agreement-specific price tables designated by the agreement 288.

FIG. 4

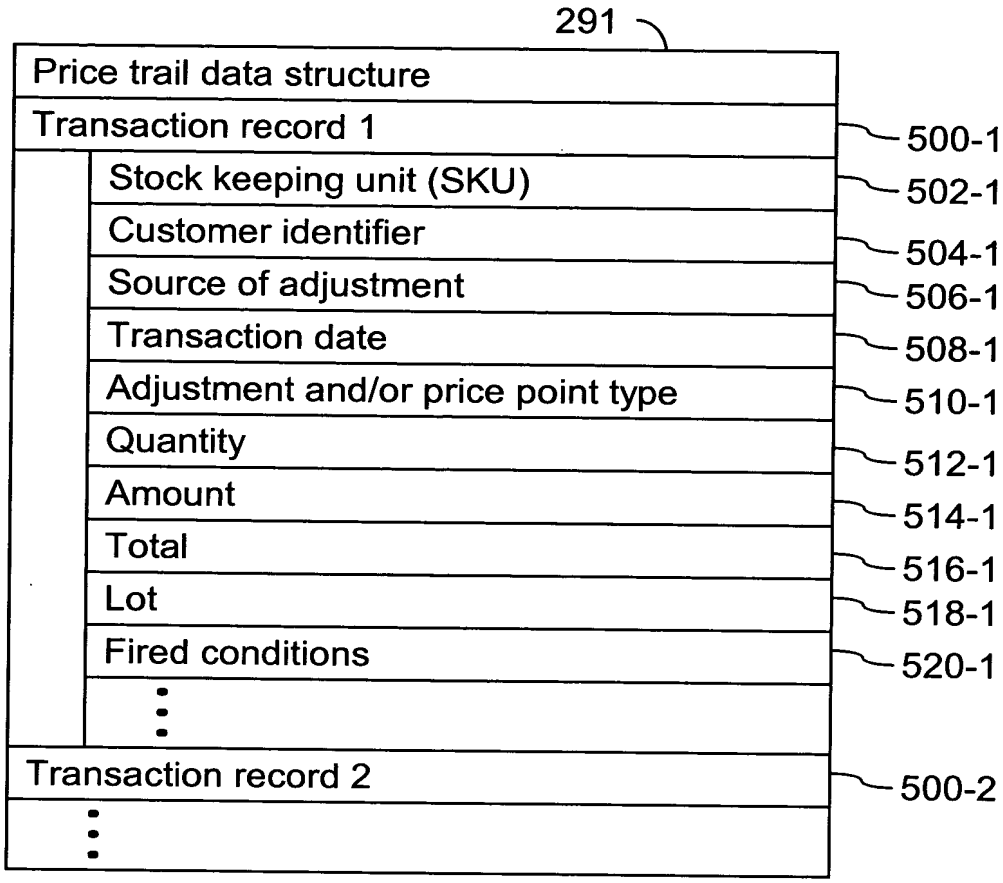
291
Price trail data structure
Transaction record 1
500-1
Stock keeping unit (SKU)
502-1
Customer identifier
504-1
Source of adjustment
506-1
Transaction date
508-1
Adjustment and/or price point type
510-1
Quantity
512-1
Amount
514-1
Total
516-1
Lot
518-1
Fired conditions
520-1
Transaction record 2
500-2

FIG. 5

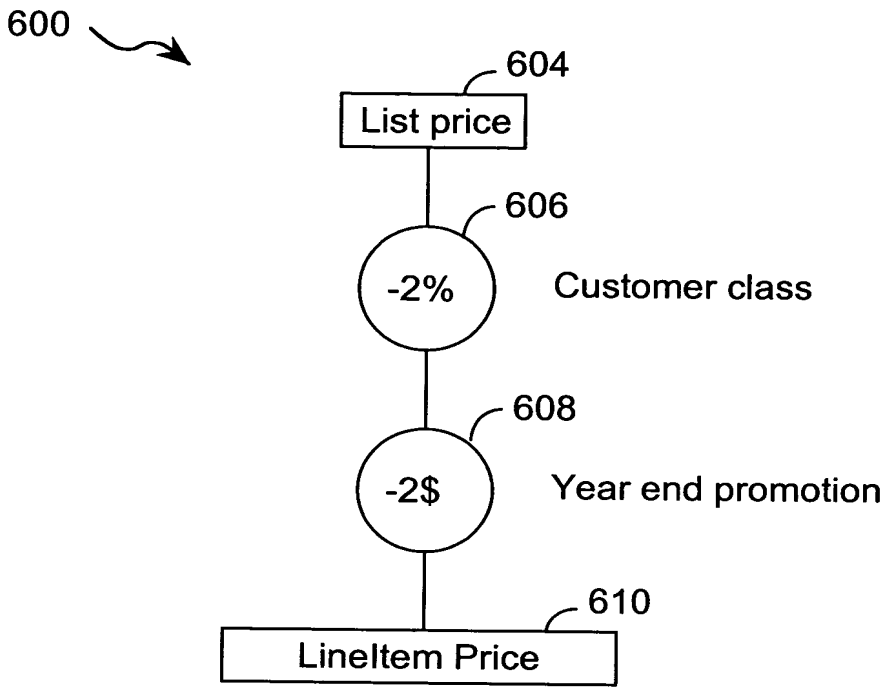
600
604
List price
606
-2%
Customer class
608
-2$
Year end promotion
610
LineItem Price

FIG. 6

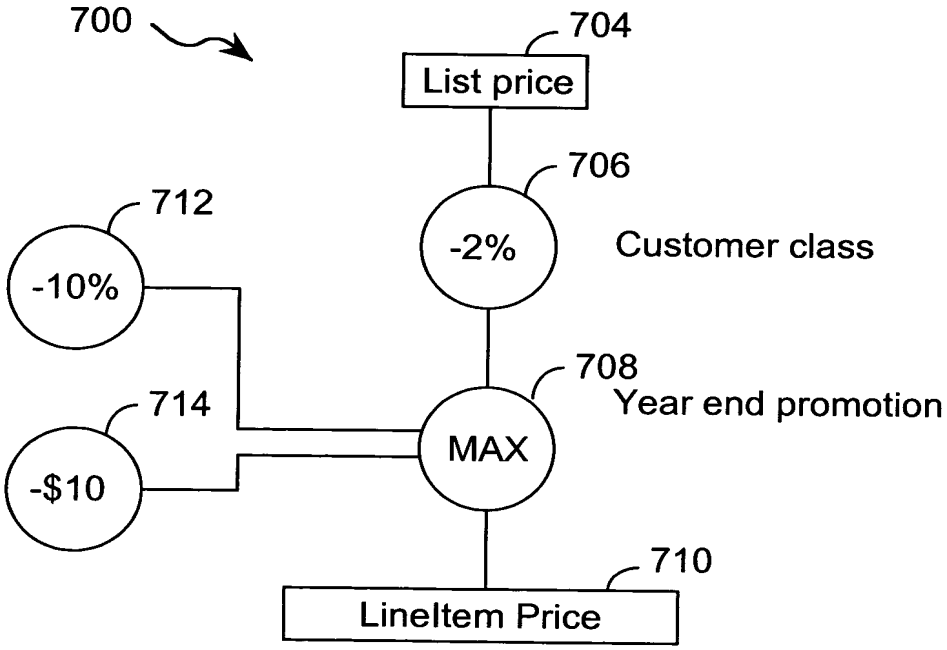
700
704
List price
706
712
-10%
-2%
Customer class
708
Year end promotion
714
MAX
-$10
710
LineItem Price

FIG. 7

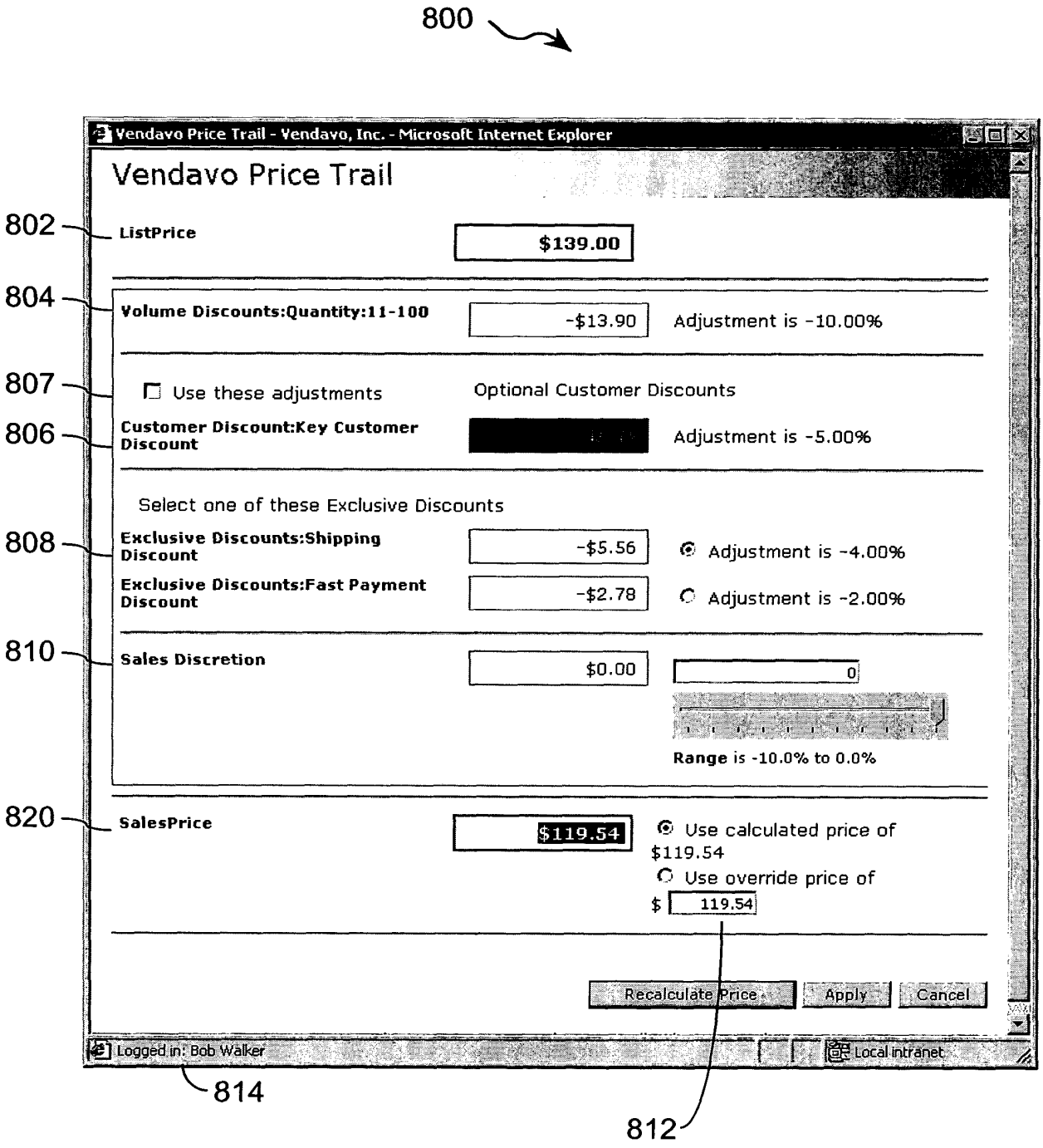
800
Vendavo Price Trail - Vendavo, Inc. - Microsoft Internet Explorer
Vendavo Price Trail
802
ListPrice
$139.00
804
Volume Discounts:Quantity:11-100
-$13.90
Adjustment is -10.00%
807
Use these adjustments
Optional Customer Discounts
806
Customer Discount:Key Customer Discount
Adjustment is -5.00%
Select one of these Exclusive Discounts
808
Exclusive Discounts:Shipping Discount
-$5.56
Adjustment is -4.00%
Exclusive Discounts:Fast Payment Discount
-$2.78
Adjustment is -2.00%
810
Sales Discretion
$0.00
0
Range is -10.0% to 0.0%
820
SalesPrice
$119.54
Use calculated price of $119.54
Use override price of $ 119.54
Recalculate Price
Apply
Cancel
Logged in: Bob Walker
Local intranet
814
812

FIG. 8

900

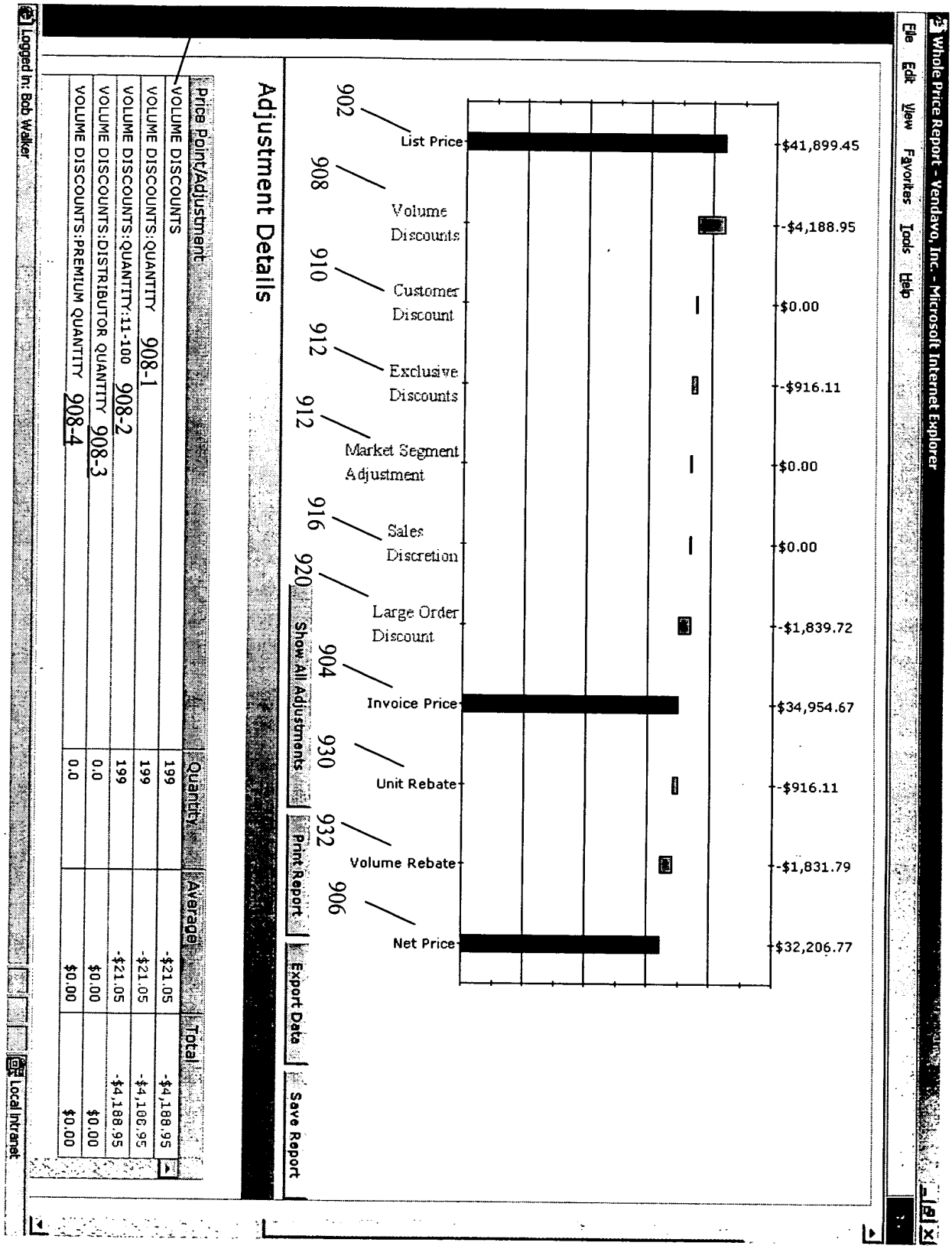
Whole Price Report - Vendavo, Inc. - Microsoft Internet Explorer
File Edit View Favorites Tools Help
902 List Price $41,899.45
908 Volume Discounts -$4,188.95
910 Customer Discount $0.00
912 Exclusive Discounts -$916.11
912 Market Segment Adjustment $0.00
916 Sales Discretion $0.00
920 Large Order Discount -$1,839.72
904 Invoice Price $34,954.67
930 Unit Rebate -$916.11
932 Volume Rebate -$1,831.79
906 Net Price $32,206.77
Show All Adjustments
Print Report
Export Data
Save Report
Adjustment Details
908
Price Point/Adjustment
Quantity
Average
Total
VOLUME DISCOUNTS 199 -$21.05 -$4,188.95
VOLUME DISCOUNTS:QUANTITY 908-1 199 -$21.05 -$4,188.95
VOLUME DISCOUNTS:QUANTITY:11-100 908-2 199 -$21.05 -$4,188.95
VOLUME DISCOUNTS:DISTRIBUTOR QUANTITY 908-3 0.0 $0.00 $0.00
VOLUME DISCOUNTS:PREMIUM QUANTITY 908-4 0.0 $0.00 $0.00
Logged in: Bob Walker
Local Intranet

Figure 9

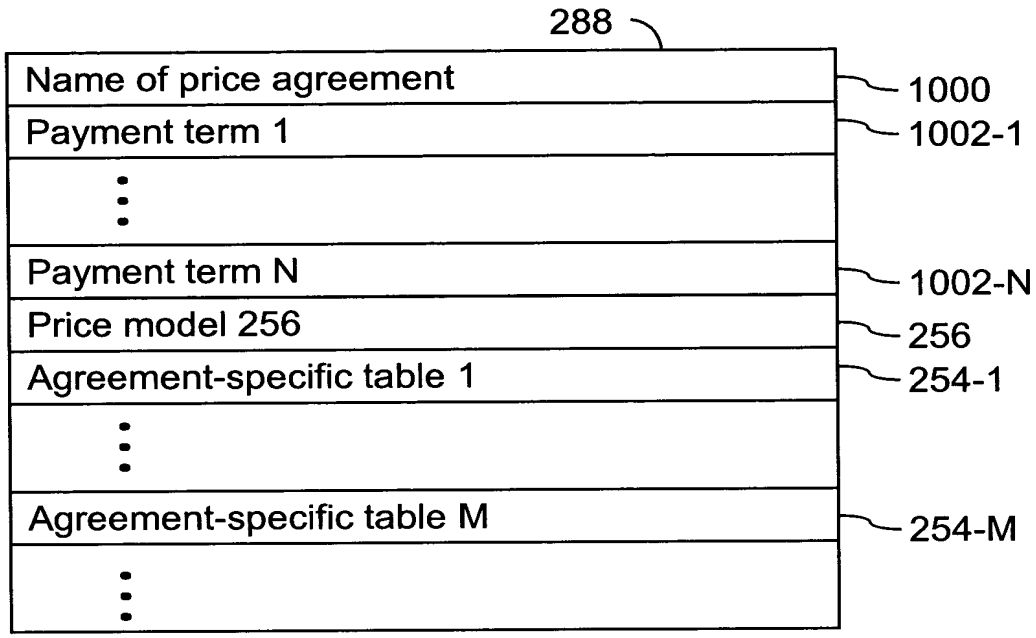
288
Name of price agreement
1000
Payment term 1
1002-1
Payment term N
1002-N
Price model 256
256
Agreement-specific table 1
254-1
Agreement-specific table M
254-M

FIG. 10